

To: Noonan, R
From: Campbell, Judy
Edited: 1/28/98 10:47
Subject: CTS PACK / CARTON PROMOS - 2ND QTR '98

HI RAY,

ATTACHED ARE THE 1626 RESERVATION AND CTS ACCOUNTS AS IDENTIFIED 12/97.
IN PLANNING FOR 2ND QTR CTS PROMOTIONS, PLEASE REVIEW YOUR LISTS AND OBTAIN INPUT AS REQUIRED
FROM YOUR REPS TO ENSURE ACCURACY OF ACCOUNTS AS INCLUDED.

FORWARD ANY UPDATES / CHANGES TO MY ATTENTION NO LATER THAN 2/27/98.

THANKS FOR THE HELP,
JUDY

CC: MacWilliams, Lori

*Copy (due to EMail
Problems)*

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DIVISION 1626**THIS LIST REPRESENTS REGION CTS OUTLETS (EXCLUDING RESERVATIONS) - BASED ON DIVISION INPUT AS OF 12/97****DIVISION MANAGERS: REVIEW AND FORWARD TO APPROPRIATE SALES REP TO ENSURE ACCURACY OF LIST.
THESE ACCOUNTS WILL BE INCLUDED IN 2ND QTR 'CTS PROMOTIONS'.****INFORMATION MUST BE RETURNED TO J. CAMPBELL NO LATER THAN 2/27/98 FOR 2ND QUARTER '98 INCLUSION**

ORIG	DIR	REP	ACCOUNT NAME	ADDRESS	CITY	STATE	PHONE	SALES	CS	REG	WTR	DATE	AMOUNT
162601	162626	737221	CHOICE CIG DIS 44512	7425 BUFFALO AVE	NIAGARA FALLS	NY	0578 01 00	UNI MARTS, INC.	CS	276331	FLEMING CO./ALTOONA	0	
162602	162630	752927	THE HUMIDOR	4810 SOUTH LAKE ROAD	BROCKPORT	NY	4141 01 00	K & K FOOD MART	CS	649920	TRIPIFOODS INC.	1383	
162602	162630	761691	SMOKERS OUTLET M007	2440 RIDGE RD W	ROCHESTER	NY	0565 01 00	SMOKERS OUTLET	CS	649920	TRIPIFOODS INC.	1334	
162605	162231	269440	CHUCKS MOBIL MART	540 W STATE ST	ITHACA	NY		0	CS	186350	F&T DISTRIBUTING	0	
162605	162231	703515	C&C TOBACCO OUTLET	109 N MEADOW ST	ITHACA	NY		0	CS	186350	F&T DISTRIBUTING	0	
162605	162225	763671	J'S TOBACCO ROAD	17 MAIN ST	PENN YAN	NY		0	CS	317880	R L JONES & SONS	0	
162605	162228	763838	HESS #32221	100 COLLEGE AVE	ELMIRA HEIGHTS	NY	0353 02 04	HESS UPSATE NY CO	GS	180000	ELMIRA DISTRIBUTING	0	
162605	162624	761687	SMOKERS OUTLET M034	204 W UNION ST	NEWARK	NY	0565 01 00	SMOKERS OUTLET	CS	649920	TRIPIFOODS INC.	1333	
162606	162225	269621	JONES SMOKE SHOP	16 W STEUBEN ST	BATH	NY		0	CS	317880	R L JONES & SONS	0	
162606	162628	776606	CHOICE STORE 44056	195 E MAIN ST	BRADFORD	PA	0578 01 00	UNI MARTS, INC.	CS	276331	FLEMING CO./ALTOONA	0	
162607	162627	174924	COUNTRY GARDEN MAR	ROUTE 322, BOX 585	PHILIPSBURG	PA		0	CS	0	0	0	
162607	162228	775460	FIVE STAR BUSY MART	400 N BUFFALO ST	ELKLAND	PA		0	CS	151300	W. A. DEHART	935726	
162607	162228	698700	DANDY MINI MART #22	RR 2 BOX 41B	MILLERTON	PA	4127 01 00	DANDY MINI MART INC	CS	276331	FLEMING CO./ALTOONA	3292	
162607	162228	759908	DANDY MINI MART #25	71 MAIN ST	LAWRENCEVILLE	PA	4127 01 00	DANDY MINI MART INC	CS	276331	FLEMING CO./ALTOONA	3295	
162607	162627	772869	SMOKERS OUTLET M019	1200 S BRADY ST	DU BOIS	PA	0565 01 00	SMOKERS OUTLET	CS	649920	TRIPIFOODS INC.	1336	
162607	162228	750649	SMOKIN JOE'S	140 EAST AVE	WELLSBORO	PA	0525 00 00	SMOKIN JOES	CS	62131	MILLER DISTRIB. INC.	0	
162607	162627	747718	CHOICE STORE #44122	ROUTE 144	MILESBERG	PA	0578 01 00	UNI MARTS, INC.	CS	276331	FLEMING CO./ALTOONA	0	
162607	162628	757817	CHOICE STORE #44070	215 PENNSYLVANIA AVE W	WARREN	PA	0578 01 00	UNI MARTS, INC.	CS	276331	FLEMING CO./ALTOONA	0	

DIVISION 1626

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DIVISION MANAGERS: REVIEW AND FORWARD TO APPROPRIATE SALES REP TO ENSURE ACCURACY OF LIST.

THESE ACCOUNTS WILL BE INCLUDED IN 2ND QTR 'CTS PROMOTIONS'.

(NOTE: SENECA NATION ACCOUNTS ARE INCLUDED IN LIST, BUT R. DUSZYNSKI WILL HANDLE UPDATES FOR THESE ACCOUNTS.)

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PROMOTION INFO.

CT	RES	SS	ACCOUNT NAME	ADDRESS	CITY	STATE	CHARTER	CHAIN NAME	SECT	VAR	CT	SALES	REP	DATE	CT	CT
162603	162622	197949	JAN'S TOBACCO SHOP	383 BLOOMINGDALE RD	BASOM	NY		0	RS	26040	M ATTEA & SONS INC	0	B		4	
162603	162626	303562	SMOKIN' JOES #1	2293 SAUNDERS	SANBORN	NY		0	RS	26040	M ATTEA & SONS INC	0	B		4	
162603	162626	349196	JAY'S	5446 WALMORE RD	LEWISTON	NY		0	RS	26040	M ATTEA & SONS INC	0	B		2	
162603	162626	349198	RANDY'S SMOKE SHOP	1325 UPPER MOUNTAIN	LEWISTON	NY		0	RS	26040	M ATTEA & SONS INC	0	B		1	
162603	162626	363986	HANK'S SMOKE SHOP	GARLOW ROAD	LEWISTON	NY		0	RS	26040	M ATTEA & SONS INC	0	B		1	
162603	162626	422076	NO BLANKET	2400 UPPER MOUNTAIN	SANBORN	NY		0	RS	26040	M ATTEA & SONS INC	0	B		4	
162603	162626	422077	SMOKIN' JOES #4	2420 UPPER MOUNTAIN	SANBORN	NY		0	RS	26040	M ATTEA & SONS INC	0	P		1	
162603	162622	526968	THE REZ/INDIAN RESV	986 BLOOMINGDALE RD	BASOM	NY		0	RS	26040	M ATTEA & SONS INC	0	B		3	
162603	162626	579200	SMOKIN' JOES V	2323 SAUNDERS SETT.	SANBORN	NY		0	RS	26040	M ATTEA & SONS INC	0	P		1	
162603	162622	598116	T.P. DELI & FUEL	837 BLOOMINGDALE RD	BASOM	NY		0	RS	44880	A. D. BEDELL CO.	0	B		2	
162603	162622	601185	49 EXPRESS	409 BLOOMINGDALE RD	AKRON	NY		0	RS	44880	A. D. BEDELL CO.	0	B		1	
162603	162626	630311	SMOKIN' JOES #3	4900 INDIAN HILL RD	LEWISTON	NY		0	RS	26040	M ATTEA & SONS INC	0	B		1	
162603	162626	694032	TUSCARORA TRADING	2390 UPPER MOUNTAIN	SANBORN	NY		0	RS	26040	M ATTEA & SONS INC	0	B		1	
162603	162622	742675	ARROWHEAD SMOKE SH	852 BLOOMINGDALE RD	BASOM	NY		0	RS	44880	A. D. BEDELL CO.	0	B		1	
162603	162622	766656	TOTEMPOLE SMOKE SH	1025 LEDGE RD	BASOM	NY		0	RS	44880	A. D. BEDELL CO.	0	B		2	
162603	162622	775091	DOC'S SMOKESHOP	672 BLOOMINGDALE RD	BASOM	NY		0	RS	0	0	0	B		1	
162603	162626	790181	MIKE'S TRADING POST	2342 PRINTUP RD	SANBORN	NY		0	RS	26040	M ATTEA & SONS INC	0	B		1	
162606	162623	128513	SENECA HAWK TOBACC	PROJECT	IRVING	NY		0	RS	44880	A. D. BEDELL CO.	0	B		2	
162606	162623	263886	DARREN'S BEARCLAW	11048 S.WESTERN BLVD	IRVING	NY		0	RS	44880	A. D. BEDELL CO.	0	B		1	

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REP	SISA	ACCOUNT NAME	ADDRESS	CITY	STATE	ZIP	COORD	SEC	VAR	REP	REP	REP	REP
162606	162628	324640	SENEKA SMOKE & CRAFT	688 BROAD ST	SALAMANCA	NY	0	RS	26040	M ATTEA & SONS INC	0	B	3
162606	162628	328435	OJ'S SMOKESHOP	W.PERIMETER ROAD	STEAMBURG	NY	0	RS	44880	A. D. BEDELL CO.	0	B	2
162606	162628	340601	RON'S SMOKESHOP	BOX 92A, RD. 3	ALLEGANY	NY	0	RS	44880	A. D. BEDELL CO.	0	B	3
162606	162628	368567	KEN'S SMOKESHOP	2001 ROUTE 219	LIMESTONE	NY	0	RS	44880	A. D. BEDELL CO.	0	B	2
162606	162628	399934	T & J'S SMOKESHOP	191 CENTER ST	SALAMANCA	NY	0	RS	44880	A. D. BEDELL CO.	0	B	1
162606	162623	422357	WOLF'S RUN	RT. 438	IRVING	NY	0	RS	26040	M ATTEA & SONS INC	0	B	2
162606	162623	440187	TRIPLE J TOBACCO	RT. 5 & MILESTRIP	IRVING	NY	0	RS	26040	M ATTEA & SONS INC	0	B	2
162606	162628	442094	SENECA HAWK PETRO	730 BROAD ST	SALAMANCA	NY	0	RS	44880	A. D. BEDELL CO.	0	B	2
162606	162628	460523	ANTONE'S	101 CENTRAL AVE	SALAMANCA	NY	0	RS	26040	M ATTEA & SONS INC	0	B	2
162606	162628	480762	BEARCLAW TRADING PS	RT. 280	STEAMBURG	NY	0	RS	26040	M ATTEA & SONS INC	0	B	1
162606	162623	502516	IROQUOIS SMOKE SHOP	14411 FOUR MILE LEVE	GOWANDA	NY	0	RS	44880	A. D. BEDELL CO.	0	B	1
162606	162623	509388	ROSEINE'S	1832 BUSH RD	GOWANDA	NY	0	RS	26040	M ATTEA & SONS INC	0	B	2
162606	162623	521624	CROSSROADS	RT 438 & VERSAILLES PLANK	VERSAILLES	NY	0	RS	44880	A. D. BEDELL CO.	0	B	1
162606	162623	521674	OMNI ENTERPRISES II	11326 FARNHAM RD	IRVING	NY	0	RS	26040	M ATTEA & SONS INC	0	B	2
162606	162623	536774	JR'S SMOKESHOP	RT. 5 & LAKESHORE RD	IRVING	NY	0	RS	44880	A. D. BEDELL CO.	0	B	2
162606	162623	566889	SANDY'S PLACE	RT. 438	GOWANDA	NY	0	RS	44880	A. D. BEDELL CO.	0	B	2
162606	162623	566892	2 CLANS SMOKESHOP	RD. #1, PO BOX 245	LAWTONS	NY	0	RS	26040	M ATTEA & SONS INC	0	B	1
162606	162628	665431	ANTONE'S II	CENTER & BROAD ST	SALAMANCA	NY	0	RS	26040	M ATTEA & SONS INC	0	B	2
162606	162225	873510	OIL SPRINGS CORNERS	W SHORE ROAD	CUBA	NY	0	RS	44880	A. D. BEDELL CO.	0	B	3

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S/REP	R/REP	SALES#	ACCOUNT NAME	ADDRESS	CITY	STATE	CHAIN ID	CHAIN NAME	SEG	VAP	WHL SR	VAP	WHL SR NAME	VAP	SEL	BOTH	DISC	ACT
162606	162628	675068	RICHARDS SMOKESHOP	2164 W PERIMETER ROAD	STEAMBURG	NY		0	RS	44880	A. D. BEDELL CO.	0		B		2		
162606	162628	675069	COLDSPRING SMOKE&G	W PERIMETER ROAD	STEAMBURG	NY		0	RS	44880	A. D. BEDELL CO.	0		B		2		
162606	162628	686767	SENECA JUNCTION	RT 417 & RT 219	CARROLLTON	NY		0	RS	44880	A. D. BEDELL CO.	0		B		2		
162606	162623	687893	NATIVE PRIDE	ROUTE 20 & MILESTRIP	IRVING	NY		0	RS	26040	M ATTEA & SONS INC	0		B		2		
162606	162628	688199	77 MAIN STREET CAFE	77 MAIN ST	SALAMANCA	NY		0	RS	44880	A. D. BEDELL CO.	0		B		1		
162606	162623	700520	PARKER'S DRIVE THRU	141855 RT. 438	GOWANDA	NY		0	RS	44880	A. D. BEDELL CO.	0		B		1		
162606	162628	715423	IROQUOIS STATION	25 CHURCH ST	SALAMANCA	NY		0	RS	44880	A. D. BEDELL CO.	0		B		2		
162606	162628	715424	WHITE MTN TOBACCO	W PERIMETER ROAD	STEAMBURG	NY		0	RS	44880	A. D. BEDELL CO.	0		B		1		
162606	162623	733079	BIG INDIAN SMOKESHOP	597 MILESTRIP RD	IRVING	NY		0	RS	44880	A. D. BEDELL CO.	0		B		3		
162606	162628	737874	NAFCO QUICK STOP	881 BROAD ST	SALAMANCA	NY		0	RS	44880	A. D. BEDELL CO.	0		B		2		
162606	162628	737877	JWS ENTERPRISES I	719 BROAD ST	SALAMANCA	NY		0	RS	44880	A. D. BEDELL CO.	0		B		1		
162606	162628	737878	JWS ENTERPRISES II	RT 417	KILLBUCK	NY		0	RS	44880	A. D. BEDELL CO.	0		B		1		
162606	162628	737880	JWS ENTERPRISES III	685 BROAD ST	SALAMANCA	NY		0	RS	44880	A. D. BEDELL CO.	0		B		2		
162606	162623	764763	ADLA'S	1254 ROUTE 438	IRVING	NY		0	RS	44880	A. D. BEDELL CO.	0		B		1		
162606	162628	767863	THE M&M SMOKESHOP	RT 17 & W.PERIMETER RD	STEAMBURG	NY		0	RS	26040	M ATTEA & SONS INC	0		B		2		
162606	162623	788301	SENECA BINGO	11095 ROUTE 5 AND 20	IRVING	NY		0	RS	26040	M ATTEA & SONS INC	0		B		1		
162606	162628	035972	SENECA ONE STOP #050	709 BROAD ST	SALAMANCA	NY	2019 00 00	SENECA NATION E	RS	26040	M ATTEA & SONS INC	0					RMD TO DETERMINE	
162606	162623	634478	SENECA ONE STOP #010	RTS. 5 & 20	IRVING	NY	2019 00 00	SENECA NATION E	RS	26040	M ATTEA & SONS INC	0					RMD TO DETERMINE	
162606	162225	763489	SENECA ONE STOP #070	5402 W SHORE RD	CUBA	NY	2019 00 00	SENECA NATION E	RS	26040	M ATTEA & SONS INC	0					RMD TO DETERMINE	